

# **The 9 Practices Of The Successful Security Leader**

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# About The Security Executive Council

We are a research and advisory firm for security leaders. We have a collective of close to 100 security subject matter experts that have been successful security executives or are recognized industry experts in their field. The resources and tools we develop are constantly evolving to provide maximum value. Some engage with us by way of multi-year “retained” services agreements (Tier 1 Security Leaders™). Tier 1 Security Leaders are those that want support on an ongoing basis but also want to have an active role in identifying solutions for the industry. Others come to us for a specific solution to a contained issue. In all the ways people engage with the SEC the bottom line goal is to help define and communicate the value of the Security organization.

Contact us: [contact@secleader.com](mailto:contact@secleader.com)

Learn more: [www.securityexecutivecouncil.com](http://www.securityexecutivecouncil.com)

Full report -

[https://store.elsevier.com/product.jsp?locale=en\\_US&isbn=9780124116498](https://store.elsevier.com/product.jsp?locale=en_US&isbn=9780124116498).

## Research Report Background

- 2009 Goals, Objectives, Plans
- In-depth interviews with 27 Tier 1 Security Leaders™
- Discover and compare best practices.
- Questions addressed top risks
- Council researchers isolated commonalities reported among the leaders of the most successful, internally recognized security programs

## 1. Internal Awareness Program

- Let people know you exist – proactively
- Tell your department’s story – backgrounds, personal interests, ....
- Brown bag lunches, huddles, town halls
- Newsletters, elevator speech
- Create security champions/deputies

*“Come talk to us”*

## 2. Make Sr. Management Aware

- Mgmt. perception impacts funding and headcount requests
- Execs – past bias = “guns, gates, guards”
- View their appraisals
- Develop metrics to show value
- Church mouse or functional advocate?

*“What keeps you up at night?”*

### 3. Walk & Talk

- Don't wait for the phone call
- Every team member is a reflection of dept.
- Your customers' concerns come first
- Take notes, listen, ask questions

*“ Two ears, one mouth ”*

## 4. Talk Risk, Not Security

- “Business professionals who are experts in security”
- Have a plan.....
- Align with the methodology of other departments - SWOT and Cost/Benefit Analyses
- People, Assets, Information, Brand

*“Be a business enabler or get left out”*

## 5. Adapt To The Corporate Culture

- Find out what the culture is like, then fit security in to it
- Your solutions should enhance the culture
- Get team involved in events

*“Utopia – organization wants to work with you, talks to you proactively, join your team”*



## 6. Win Respect

- Won over time
- Crisis = leadership opportunity
- Requires consistent behaviour and message
- Risk – transfer, mitigate, avoid, accept
- Be receptive, approachable

*“Say what you do, do what you say”*

## 7. Align Goals

- Company and security goals must be intertwined
- Analyze the P&L for low hanging fruit
- Profit, profit, profit.....
- Shrink, brand protection, violence

*“How can I help you achieve your goals?”*

## 8. Top Level Support

- Do your research before joining
- Will you have C-Level support....
- Organizational support = security success
- Business acumen – talk their language

*“Be well rounded – non-security matters”*

## 9. Be A Facilitator For Others

- Your risk committee – send information to others and ask them to report back
- Everyone has a vested interest to reduce risk – show them how
- Minimize redundancies, optimize resources

*“Leave a sustainable legacy – morally and financially beneficial”*

## What This Means For You

- Focus on what you can influence, not what you cannot
- Get engaged. Stand still, get run over.
- Share your knowledge – work your way out of your role
- Become known as a valuable contributor 12 months a year

**Questions?**